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The Pittsburg Micropolitan Area Economic Profile 2015



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2015 ECONOMIC SUMMARY

THE PITTSBURG MICROPOLITAN AREA is the center of economic activity in Southeast Kansas with a 2015 estimated population of 39,379 and almost 1,400 companies. The Micropolitan Area is the center stage for all technical and applied scientific research in the region, with over 39 patents issued to local companies during the last ten years including six patents related to synthetic resins.

The City of Pittsburg, the seat of the Pittsburg Micropolitan Area, is a center for retail sales, consumer services, business services, education, and health care services in Southeast Kansas. The city is also becoming more important as a tourist location.

Currently tourists visiting the Pittsburg Micropolitan Area spend almost \$54 million annually, creating 594 jobs. With the completion of the Kansas Crossing Casino, which is scheduled to open in Fall 2016, an additional 426,000 tourist visits are expected annually.

Kiplinger's Personal Finance Magazine says, "Nothing matches the vibe of a college town. Universities throw off an energy that infuses their communities with culture, creativity and a love of learning." Pittsburg State University (home of the Gorillas) is located in Pittsburg on a 630-acre campus and offers over 150 academic programs for a student population of about 7,500. The university was ranked as the 4th most family-friendly nationwide by the Princeton Review for their 2016 list, one spot above Harvard University.

Numerous studies have found that both urban amenities and aesthetic backdrop are important in order to attract and retain a skilled and educated labor force. Pittsburg area urban amenities include 255 retail, eating, and drinking establishments, two

performing arts centers (the Bicknell Family Center for the Arts and the Memorial Auditorium), an 11,910 capacity NCAA Division II football stadium, three

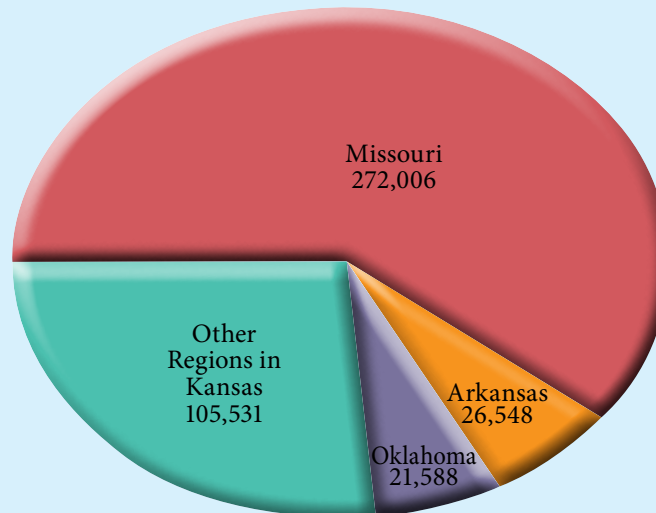
golf courses, a philharmonic orchestra, an opera, and more. Some of the area's many natural amenities include aesthetic backdrops such as fourteen parks, walking and biking trails, and access to eight major lakes and rivers within a one-hour drive. Local residents enjoy a relatively low cost of living, with the average cost of living only 89.1 percent of the national average, according to the Center for Regional Economic Competitiveness.

The City of Pitts-

burg is furthermore committed to creating conditions conducive to local economic growth with programs that improve the local infrastructure and add local urban and natural amenities to attract an educated and professional labor force. Current projects in the City of Pittsburg are increasing the access speed of internet networks, improving the quality of local housing and stimulating the local housing supply, and adding a trail system linking business centers, retail centers, churches, and parks to provide for healthier living.

Furthermore, the City of Pittsburg and Pittsburg State University are cooperating to develop a program to facilitate economic and technical growth by providing support for the full life cycle of business development needs from conceptualization to product development to production and marketing. The goal is to establish a system that cultivates technical and scientific discoveries and translates them into locally based businesses that capitalize on the region's resources.

**Kansas Crossing Casino
Projected Out Of Area Visitations**



Source: Union Gaming

OFFICE AND RETAIL SPACE MARKET

OFFICE: Pittsburg is also the regional center for business services in Southeast Kansas, including technical consulting, bookkeeping and payroll services, management services, office administrative services and medical services.

Training in an increasingly high-tech world is expensive, and some firms rely heavily on business services. So it is no surprise that major companies have their headquarters in Pittsburg, including Miller's Professional Imaging (annual sales of \$120-\$130 million), Jake's Fireworks (\$20-\$50 million), and Watco Mechanical Services (\$1-\$2.5 million). Moreover, NPC International (which owns and manages over 1,263 Pizza Hut and 143 Wendy's

restaurants) has most of their functional specializations (accounting and IT) located in Pittsburg.

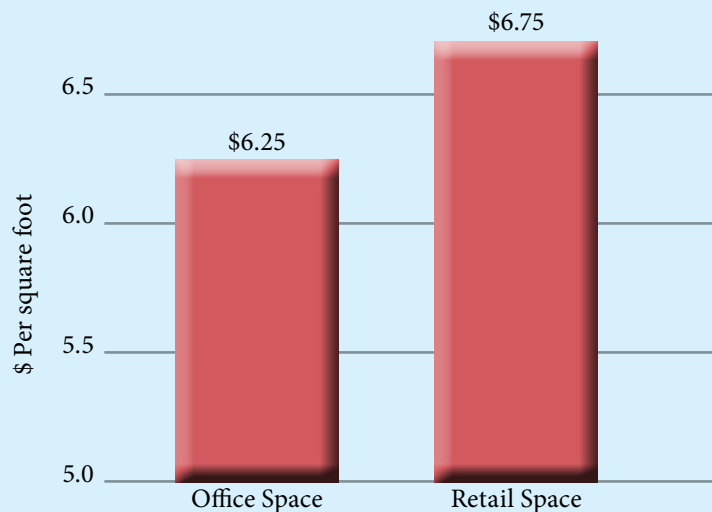
The performance of the local office market was good in 2015 according to Jones Heritage Realtors. Office space rentals in 2015 started at an average low of \$2.50 per square foot (on gross basis), increasing to an average high of \$10 per square foot and as high as \$16 per square foot for top quality medical space containing elaborate plumbing and mechanical systems. Mid-size units in the 2,000 square feet to 4,000 square feet range have average rates of \$5.50 - \$13 per square foot for higher-end facilities. Office rental rates for high visibility space on North Broadway, which is the prime office market in Pittsburg, range from \$8 - \$9 per square foot.

Combining the qualities of a commercial center and a college town, and having a major hospital and the amenities, culture, and services that are attractive to an educated workforce all make Pittsburg a good location for regional headquarters and functional specialization.

RETAIL: The Pittsburg Micropolitan Area retail space market was stable and on a good foundation in 2015, with retail and restaurant space expanding significantly in the City of Pittsburg. Retail space rentals (except

for large retail space) start at an average low of \$5.50 per square foot (on net basis), increasing to an average high of \$8 per square foot and as high as \$14 per square foot for prime locations, according to Jones Heritage Realtors. The Walmart Company paid a total of \$1,916,000 (including some improvements) for the location at Centennial and Rouse where a new Walmart Neighborhood Market is scheduled to open in early 2016. Numer-

**Mid-Point Average Rental Rates
City of Pittsburg, 2015**



Source: Jones Heritage Realtors

ous nationwide chains have also moved into the city recently, including Colton's Steakhouse, Rib Crib, and Buffalo Wild Wings.

There are some significant opportunities in the Pittsburg retail space market and the future looks very good. The Census Bureau states that over 65 percent of jobs in Pittsburg are filled by commuters, which represents a significant potential area of growth for the local economy. Enticing area workers to move to the city would increase local retail and housing sales considerably. The Hoffman Strategy Group/Jeff Green Partners found in a recent study that approximately \$62 million could be captured in additional sales annually by the Pittsburg retail and food service industries, supporting more than 164,000 square feet of new retail and restaurant space. Among the areas in the city that the study recommended for additional retail space development were the corner of Centennial and Rouse and the vicinity of the route 69 bypass and North Broadway. Both of these areas have recently seen a great deal of development.

COMMERCIAL AND RESIDENTIAL LAND VALUES

COMMERCIAL: In 2015 commercial land sales and building activity increased significantly in the City of Pittsburgh. Two major, multi-million dollar commercial construction projects were undertaken on the corner of Centennial and Rouse.

The Walmart Corporation is currently building a Walmart Neighborhood Market on the southwest corner of the intersection, and Huff Jones Management built the 72-unit Edge Apartment Complex just north of it. Both of these projects will have a significant and long-lasting economic impact on the area.

These recent developments have resulted in an increase in commercial land prices in South Pittsburgh. Commercial land prices are now fetching as much

as \$14.49 per square foot on Centennial and \$1,517 per front foot and \$9.89 per square foot on South Broadway, according to Jones Heritage Realtors.

The city also annexed 138 acres of land on route 400 and US 69 highway, which was then sold to investors to build a \$70 million casino, which includes a 100-bed Hampton Inn hotel. The building permit for the foundation has been issued, and the casino is on schedule to open during the latter part of 2016. The Kansas Crossing Casino is expected to have 238 direct jobs and \$14.2 million in payroll annually, resulting in ripple effects of 173 additional jobs and \$8.3 million in additional payroll statewide, with the majority of the impact locally.

The value of other commercial building permits issued by the City of Pittsburgh was up hundreds of percent in 2015, including a permit for a 75-room La Quinta Inn & Suites with an indoor pool on the corner of Centennial and Broadway in south Pittsburgh. The hotel is expected to open during the latter part of 2016 as well.

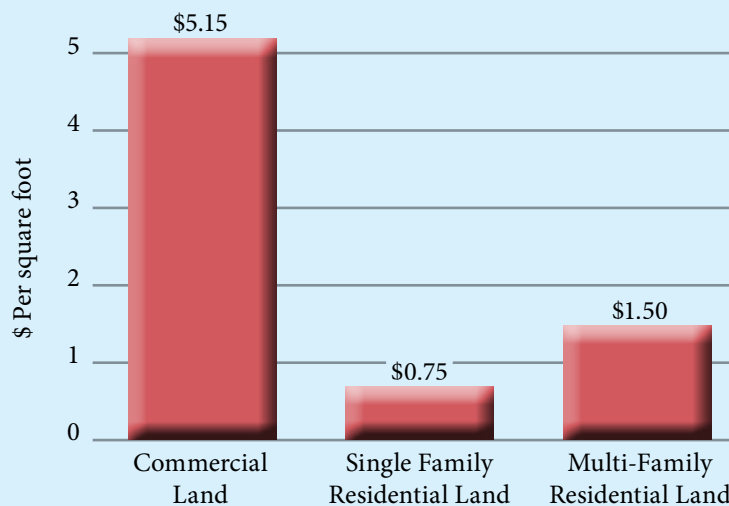
RESIDENTIAL: The City of Pittsburgh has undertaken several initiatives to increase the supply of affordable, quality residential housing stock, including a land swap with the Pittsburgh State University that added

72.7 acres of prime residential real estate to the City and a land bank which will buy abandoned, vacant, or dilapidated properties and make them available to housing developers at no cost with certain conditions. The City also recently got an EPA grant to develop 350 acres for possible residential, recreational, or commercial use. Availability of land for residential development is important because non-land housing costs are similar nationwide and

differences in home prices between different locations are determined to a significant degree by differences in land values. In the city of Pittsburgh, residential land values currently range from an average of \$0.50 per square foot in older neighborhoods to an average high of \$1.00 in good locations, but prices can go as high as \$1.50 per square foot in prime locations, according to Jones Heritage Realtors. Multi-family residential land prices start out at an average of \$1.00 per square foot in secondary locations and increase to an average of \$2.00 per square foot. However, multi-family land prices can increase to \$3.00 per square foot for prime locations close to Pittsburgh State University.

There are currently 15,729 occupied housing units in the Pittsburgh Micropolitan Area according to the Census Bureau. Of those 9,665 are owner occupied and 6,064 are renter occupied. Overall, approximately 36.2 percent of the population in the Micropolitan area lives in renter occupied housing units.

**Mid-Point Average Land Values
City of Pittsburgh, 2015**



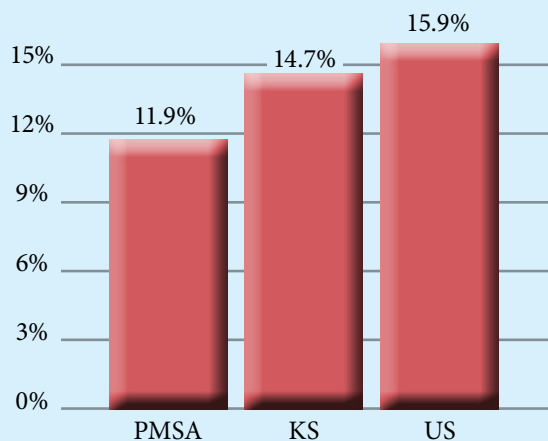
Source: Jones Heritage Realtors

RETAIL SALES

Retail sales are a very good indicator of consumer confidence about the future, and healthy local retail sales are good news for local governments, which derive a significant portion of their budget from sales taxes. New estimates show that total retail sales in the Pittsburgh Micropolitan Area increased to \$507.9 million in 2015, up 2.5 percent (\$12.3 million) from 2014. There are currently 255 retail establishments in the micropolitan area. The category with the highest growth during the year was general merchandise sales, with an increase of \$2.7 million. General merchandise was also the biggest category overall, with total sales of \$106.9 million (21.1 percent of all sales), followed by motor vehicles (14.2 percent), gasoline

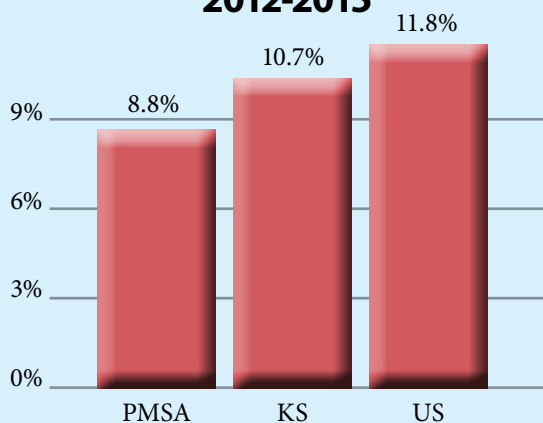
sales (11.6 percent), eating and drinking places (11.4 percent), and all the other categories (41.7 percent).

Retail Sales Growth Projections 2015-2019



Source: Woods and Poole

Retail Sales Growth 2012-2015



Source: Woods and Poole

PROJECTIONS:

General merchandise sales are projected to increase to 21.2 percent of local retail sales by 2019. Overall retail sales in the Pittsburgh Micropolitan Area are projected to increase to \$521.3 million in 2016 (up 2.6 percent from 2015), \$47.3 billion statewide (up 3.3 percent), and \$5.5 trillion nationwide (up 3.5 percent). By 2019, total retail sales are expected to be \$568.4 million in the Pittsburgh Micropolitan Area (up 11.9 percent), \$52.5 billion nationwide (up 14.7 percent), and \$6.2 trillion nationwide (up 15.9 percent).

Retail Sales

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	\$419.0	5.1%	\$36,776.4	5.6%	\$4,217,697.8	5.5%
2011	\$445.8	6.4%	\$39,364.3	7.0%	\$4,531,051.5	7.4%
2012	\$466.7	4.7%	\$41,330.7	5.0%	\$4,766,653.6	5.2%
2013	\$481.0	3.1%	\$42,816.6	3.6%	\$4,959,409.2	4.0%
2014	\$495.6	3.0%	\$44,383.2	3.7%	\$5,154,076.6	3.9%
2015*	\$507.9	2.5%	\$45,759.0	3.1%	\$5,327,503.4	3.4%

Source: Woods and Poole

*Estimate

Millions of Dollars

Retail Sales Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	\$521.30	2.6%	\$47,250.60	3.3%	\$5,515,331.0	3.5%
2015-2019	\$568.40	11.9%	\$52,476.80	14.7%	\$6,172,934.1	15.9%

Source: Woods and Poole

Millions of Dollars

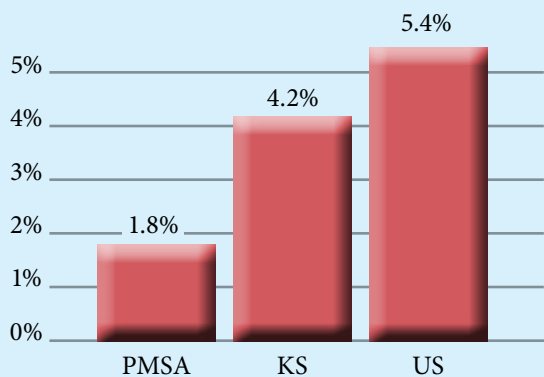
JOB GROWTH

New estimates show that job growth in the Pittsburg Micropolitan Area was healthy in 2015. The number of jobs increased to 17,086, up 1.2 percent from 2014. Professional and Business Services, which is the industry of the future according to the Bureau of Labor Statistics, grew faster in the Pittsburg Micropolitan Area in 2015 than in 80.6 percent of all micropolitan areas nationwide according to Woods and Poole.

Job growth in the Pittsburg Micropolitan Area slowed in the last couple of years but is now picking up again. The number of jobs increased 1.8 percent in the 2012-2015 period. The fastest growing industry during the period was Natural Resources and Mining, posting a 23.2 percent growth during the period, followed by Financial Activities, 9.9 percent; Manufacturing, 4.4

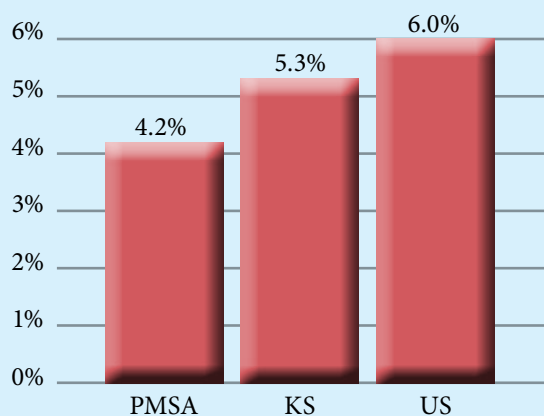
percent; Trade, Transportation and Utilities, 4.0 percent; and Government (all levels), 3.8 percent. All other

Job Growth 2012-2015



Source: Bureau of Labor Statistics and Woods and Poole

Job Growth Projections 2015-2019



Source: Bureau of Labor Statistics and Woods and Poole

industries lost jobs during the period.

PROJECTIONS:

The economy of the Pittsburg Micropolitan Area is heavily dependent on the national economy. The national economy is now projected to grow at a steady rate, and this is expected to result in steadier job growth locally. The number of jobs in the Pittsburg Micropolitan Area is projected to increase to 17,276 in 2016, up 1.1 percent, and to 17,811 in 2019, or 4.2 percent, slightly lower than the projected 5.3 percent growth statewide and 6.0 percent growth nationwide.

Total Jobs

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	16,500	-0.9%	1,297,779	-1.5%	127,820,442	-0.6%
2011	16,336	-1.0%	1,303,799	0.5%	129,411,095	1.2%
2012	16,782	2.7%	1,320,285	1.3%	131,696,378	1.8%
2013	16,908	0.8%	1,336,948	1.3%	133,968,434	1.7%
2014	16,890	-0.1%	1,357,090	1.5%	136,613,609	2.0%
2015*	17,086	1.2%	1,376,347	1.4%	138,765,980	1.6%

Source: Bureau of Labor Statistics and Woods and Poole

*Estimate

Total Jobs Projections

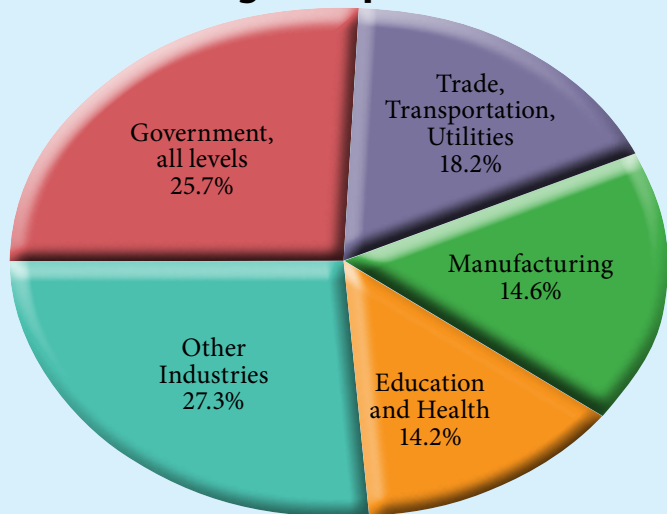
	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	17,276	1.1%	1,395,214	1.4%	140,886,745	1.5%
2015-2019	17,811	4.2%	1,449,950	5.3%	147,100,053	6.0%

Source: Woods and Poole

INDUSTRY MIX

New estimates show that there were 770 establishments in the service-providing industries in the Pittsburg Micropolitan Area in 2015, with 9,676 jobs

Industry Mix 2015
Pittsburg Micropolitan Area

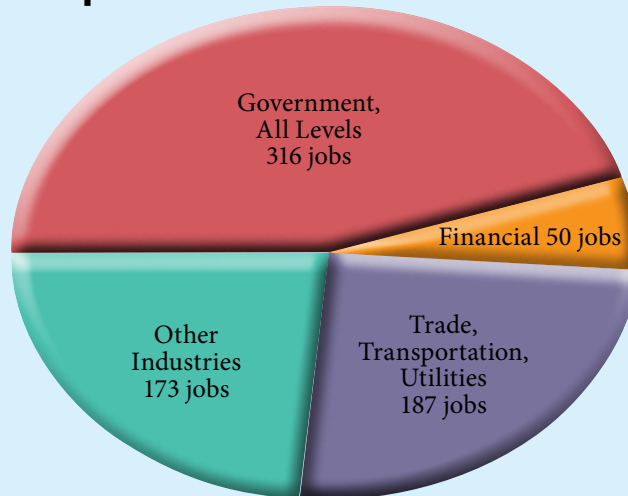


Source: Woods and Poole

paying an average wage of \$29,291; 69 government entities (all levels), with 4,392 jobs paying average wages of \$34,985; and 143 establishments in the goods producing industries paying an average wage of \$38,312. Overall, the government accounted for 25.7 percent of all jobs; Trade, Transportation and Utilities 18.2 percent; Manufacturing 14.6 percent; Education and Health Services 14.2 percent; Leisure and Hospitality 11.5 percent; Professional and Business Services 6.1 percent; Financial Activities 3.3 percent; Information 1.7 percent; Other Service Industries 1.6 percent; and Natural Resources and Mining 0.6 percent. Manufacturing in the Pittsburg Micropolitan Area has 65

percent more concentration than nationwide and pays an average wage of \$38,884.

Industry Projections
Pittsburg Micropolitan Area
Composition of Jobs Added 2015-2019



Source: Woods and Poole

PROJECTIONS:

Job growth in the Pittsburg Micropolitan Area is projected to be healthy in the near future. New projections indicate that 536 jobs will be added to the local economy during the 2015-2019 period, 43.6 percent in Government (all levels), followed by Trade, Transportation and Utilities 25.8 percent; Financial Activities 6.9 percent; Education and Health Services 6.0 percent; Professional and Business Services 5.4 percent; Manufacturing 4.7 percent; Leisure and Hospitality 3.4 percent; Construction 2.8 percent; Other Service Industries 0.8 percent; Natural Resources and Mining; 0.5 percent; and Information Services 0.2 percent.

Projections Pittsburg Micro Area

Composition of Jobs Added 2015-2019	
Construction	2.8%
Education and Health	6.0%
Financial	6.9%
Government, all levels	43.6%
Information	0.2%
Leisure and Hospitality	3.4%
Manufacturing	4.7%
Natural Resources and Mining	0.5%
Other Services	0.8%
Professional and Business Services	5.4%
Trade and Transportation	25.8%

Source: Woods and Poole

Pittsburg Micropolitan Area Economic Profile

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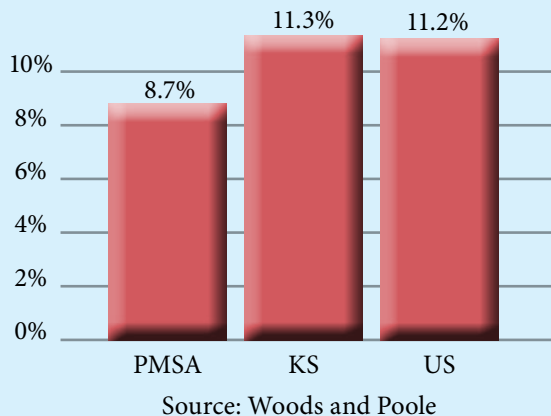
ON THE COVER: Visitors arriving for last year's ribbon-cutting ceremony of the new Bicknell Family Center for the Arts. Photo courtesy of the Joplin Globe, photographer, Roger Nomer.

GROSS DOMESTIC PRODUCT

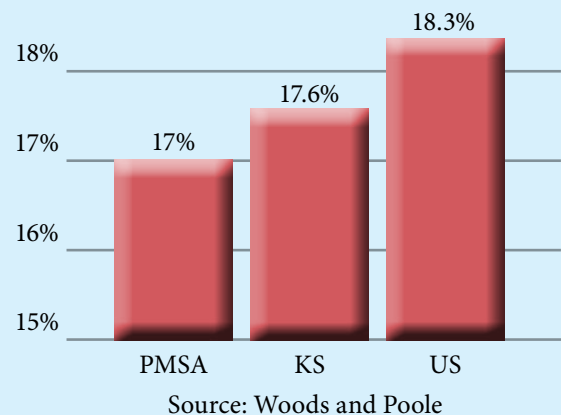
The gross domestic product measures total production in an area at final prices in a given year and the productive capacity of the economy to produce goods

and appliance sales in the micropolitan area as well as new residential housing sales.

Gross Domestic Growth 2012-2015



Gross Domestic Growth Projections 2015-2019



and services for its citizens. In that respect, it is a very important indicator of the ability of the population to provide for themselves. New estimates show that the gross domestic product in the Pittsburgh Micropolitan Area increased to almost \$1.4 billion in 2015 (up 3.6 percent from 2014), \$154.7 billion statewide (up 3.7 percent), and \$17.9 trillion nationwide (up 3.9 percent). In 2015, the GDP in the Pittsburgh Micropolitan Area increased faster than in 58 percent of all micropolitan areas nationwide according to Woods and Poole.

Low interest rates have facilitated robust automobile

PROJECTIONS:

The gross domestic product is expected to increase 3.8 percent in the Pittsburgh Micropolitan Area in 2016 (which is faster than in 58.2 percent of all micropolitan areas nationwide according to Woods and Poole), 3.9 percent statewide, and 4.1 percent nationwide. During the 2015-2019 period, the gross domestic product is projected to increase 17 percent in the Pittsburgh Micropolitan Area, 17.6 percent statewide, and 18.3 percent nationwide. However, some negative impact on retail, automobile, and housing sales may result when the Federal Reserve increases interest rates.

Gross Regional Product

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	\$1,131	3.0%	\$126,347	3.6%	\$14,862,633	7.2%
2011	\$1,213	7.3%	\$135,336	7.1%	\$15,431,584	3.8%
2012	\$1,269	4.6%	\$138,958	2.7%	\$16,141,152	4.6%
2013	\$1,289	1.6%	\$143,503	3.3%	\$16,652,492	3.2%
2014	\$1,331	3.3%	\$149,128	3.9%	\$17,273,150	3.7%
2015*	\$1,379	3.6%	\$154,706	3.7%	\$17,944,785	3.9%

Source: Bureau of Labor Statistics and Woods and Poole

*Estimate

Millions of dollars

Gross Regional Product Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	\$1,432	3.8%	\$160,810	3.9%	\$18,678,995	4.1%
2015-2019	\$1,613	17.0%	\$181,990	17.6%	\$21,223,954	18.3%

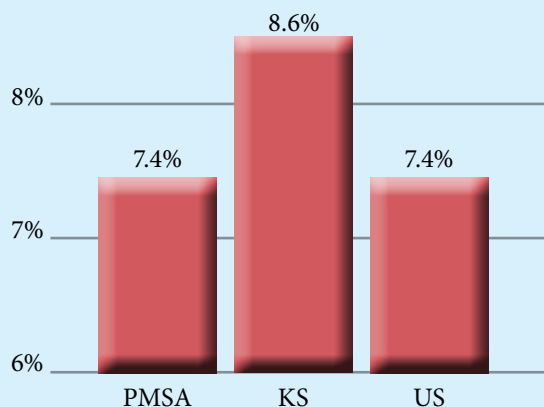
Source: Woods and Poole
Millions of dollars

PER CAPITA INCOME

Per capita income in relation to cost of living is an important economic indicator because it provides a measure of the local purchasing power and average

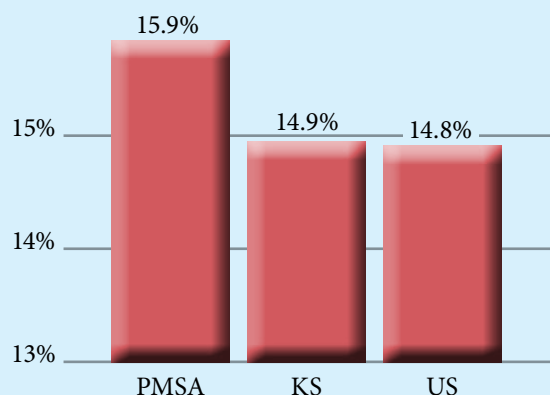
has been increasing faster than both statewide and nationwide since then.

Per Capita Income Growth 2012-2015



Source: Woods and Poole

Per Capita Income Growth Projections 2015-2019



Source: Woods and Poole

standard of living. The cost of living in the Pittsburgh Micropolitan Area in 2015 was only 89.1 percent of the national average, according to the Center for Regional Economic Competitiveness, with the cost of groceries 99.8 percent, and the cost of housing (which accounts for over 45 percent of total spending for the average household) 69.3 percent. New estimates indicate that the per capita income (average income per person) increased to \$34,975 in the Pittsburgh Micropolitan Area (up 3.3 percent from 2014), \$47,129 statewide (up 3.1 percent), and \$47,473 nationwide (up 3.1 percent). The growth in per capita income in the Pittsburgh Micropolitan area slowed down in 2013, but

PROJECTIONS:

In 2016, per capita income is expected to increase to \$36,202 in the Pittsburgh Micropolitan Area (up 3.5 percent), \$48,686 statewide (up 3.3 percent), and \$49,023 nationwide (up 3.3 percent). This trend is projected to continue with the per capita income in the micropolitan area projected to increase 15.9 percent during the 2015-2019 period, well above both the statewide and nationwide growth. Per capital income in the Pittsburgh Micropolitan Area is projected to grow faster during the period than in 78.5 percent of all micropolitan areas nationwide according to Woods and Poole.

Per Capita Income

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	\$29,154	0.1%	\$38,811	2.2%	\$40,145	3.9%
2011	\$30,954	6.2%	\$42,098	8.5%	\$42,332	5.4%
2012	\$32,570	5.2%	\$43,379	3.0%	\$44,200	4.4%
2013	\$32,770	0.6%	\$44,417	2.4%	\$44,765	1.3%
2014	\$33,841	3.3%	\$45,693	2.9%	\$46,044	2.9%
2015*	\$34,975	3.3%	\$47,129	3.1%	\$47,473	3.1%

Source: Woods and Poole

*Estimate

Per Capita Income Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	\$36,202	3.5%	\$48,686	3.3%	\$49,023	3.3%
2015-2019	\$40,532	15.9%	\$54,163	14.9%	\$54,479	14.8%

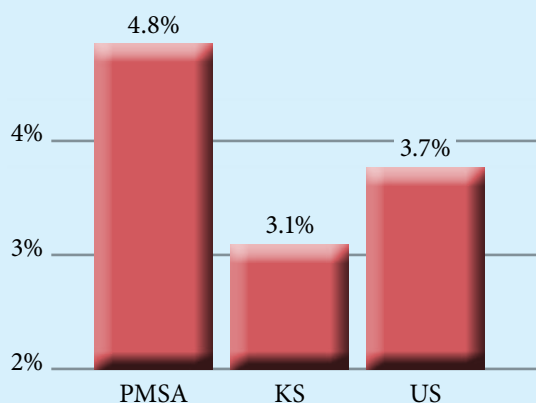
Source: Woods and Poole

EMPLOYMENT

Approximately 26.4 percent of the people who live in the Pittsburg Micropolitan Area and work (inside or outside the Micropolitan area) are employed in man-

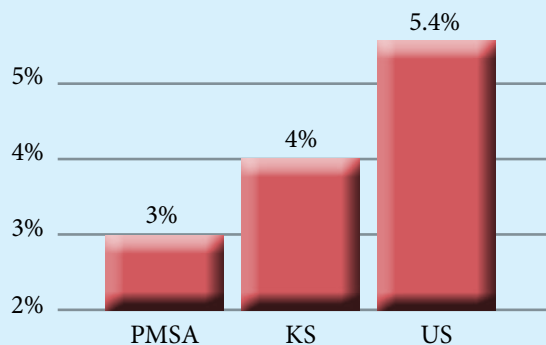
statewide (up 0.7 percent), and 147.8 million nation-wide (up 1.0 percent).

Employment Growth 2012-2015



Source: Bureau of Labor Statistics and Demographics Now

Employment Growth Projections 2015-2019



Source: Demographics Now

agement, business, financial, or office/administrative support occupations; 21.7 percent in production, transportation, material moving and construction related occupations; 12.5 percent in education, legal, community service, arts, and media occupations; 10.1 percent in health care practitioner and technical, computer, engineering, and science occupations; and 29.3 percent work in miscellaneous other occupations.

New estimates for 2015 show that the number of employed people (holding a job, self-employed and farm employment) increased to 18,848 in the Pittsburg Micropolitan Area (up 3.1 percent), 1,442,270

PROJECTIONS:

There is a need for skilled labor locally, including occupations such as welders, cutters, solderers, brazers, machinists, structural metal fabricators, and fitters, and a recent labor force study found that some of these occupations are among the fastest growing in the area. The new Southeast Kansas Career and Technical Education Center, a trade school, will help bridge the need-supply gap in the skilled trades. In the 2015-2019 period, total employment is expected to grow 3.0 percent in the Pittsburg Micropolitan Area, 4.0 percent statewide, and 5.4 percent nationwide.

Employment

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	17,672	-4.5%	1,394,958	-1.3%	139,064	-0.6%
2011	17,654	-0.1%	1,394,230	-0.1%	139,869	0.6%
2012	17,986	1.9%	1,398,681	0.3%	142,469	1.9%
2013	18,149	0.9%	1,407,562	0.6%	143,929	1.0%
2014	18,286	0.8%	1,432,359	1.8%	146,305	1.7%
2015*	18,848	3.1%	1,442,270	0.7%	147,782	1.0%

Source: Bureau of Labor Statistics and Demographics Now

US number in thousands

*Estimate

Employment Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	18,991	0.8%	1,456,522	1.0%	149,771	1.3%
2015-2019	19,421	3.0%	1,499,280	4.0%	155,739	5.4%

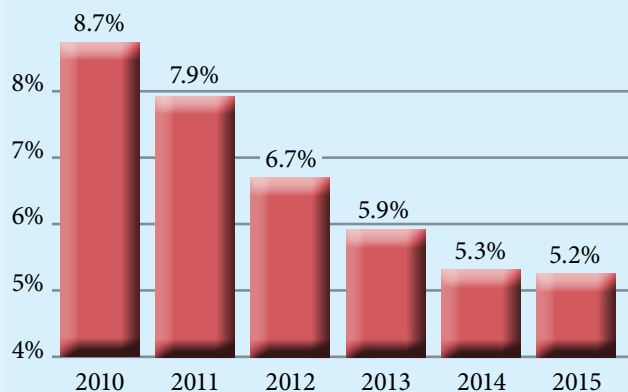
Source: Demographics Now

UNEMPLOYMENT

The unemployment rate in the Pittsburgh Micropolitan Area has declined every year since 2010. New estimates show that in 2015, the unemployment rate

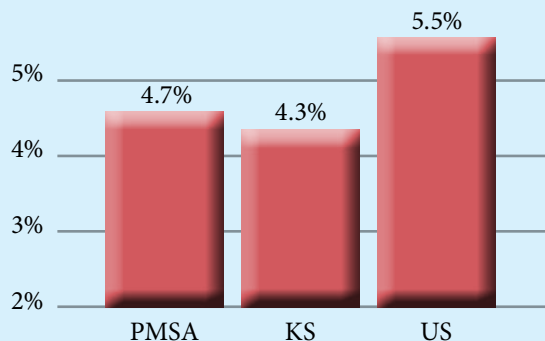
nationwide unemployment rate was 9.2 percent for African Americans, 4.9 percent for Caucasians, 4.2 percent for Asians, and 6.8 percent for Latinos and Hispanics.

Unemployment Pittsburg Micropolitan Area



Source: Bureau of Labor Statistics and Demographics Now

Unemployment Projections Projected Rate 2019



Source: Demographics Now

was 5.2 percent in the micropolitan area, 4.8 percent statewide, and 6.3 percent nationwide. The most recent estimates from the Bureau of Labor Statistics (BLS) show that the nationwide unemployment rate is only 2.5 percent for people with at least a Bachelor's degree, 4.3 percent for people with some college or an associate's degree, 4.9 percent for people with a high school diploma, and 6.8 percent for people with no high school diploma.

Nationwide, the unemployment rate has declined for African Americans, but is steady for Caucasians, Asians, and Hispanics and Latinos. In 2015, the na-

PROJECTIONS:

The total unemployment rate declined throughout 2015, with unemployment declining in 24 states and the District of Columbia, and unchanged in 12 states. This trend is expected to continue. In 2016, the overall unemployment rate is projected to decline to 5.1 percent in the Pittsburgh Micropolitan Area, 4.7 percent statewide, and 6.1 percent nationwide. In 2019 it is expected to be 4.7 percent in the Pittsburgh Micropolitan Area, 4.3 percent statewide, and 5.5 percent nationwide.

Unemployment Rate

	Pittsburg Micro	Kansas	US
2010	8.7%	7.1%	9.6%
2011	7.9%	6.5%	8.9%
2012	6.7%	5.8%	8.1%
2013	5.9%	5.3%	7.4%
2014	5.3%	4.5%	6.2%
2015*	5.2%	4.8%	6.3%

Source: Bureau of Labor Statistics and Demographics Now

*Estimate

Unemployment Projections

	Pittsburg Micro	Kansas	US
2016	5.1%	4.7%	6.1%
2019	4.7%	4.3%	5.5%

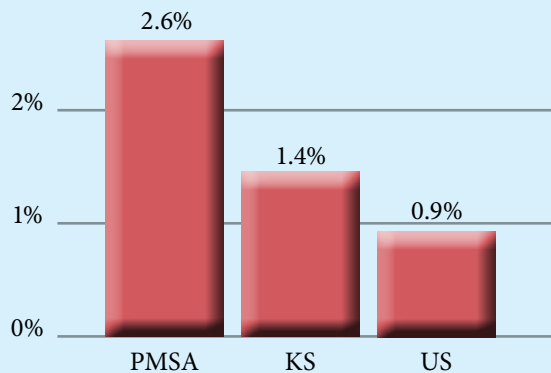
Source: Demographics Now

LABOR FORCE

The Pittsburg Micropolitan Area labor force is relatively young, with 36.6 percent of the labor force between 20 years old and 44 years old, compared to

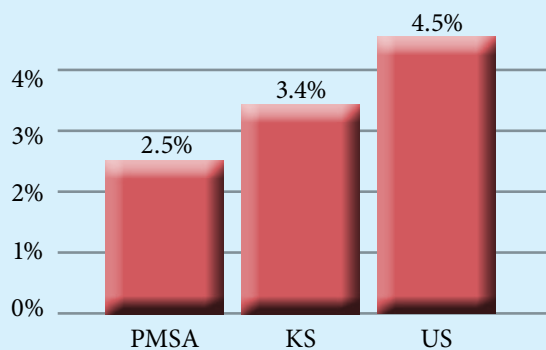
growing faster than the labor force because some people are leaving the labor force (discouraged workers).

Labor Force Growth 2012-2015



Source: Bureau of Labor Statistics and Demographics Now

Labor Force Projections 2015-2019



Source: Demographics Now

32.8 percent statewide, and 33.6 percent nationwide. The labor force in the micropolitan area is 44.5 percent blue collar, compared to 40.2 percent statewide, and 39.2 percent nationwide. However, micropolitan area blue collar workers are better skilled and more educated than the national average, which will provide opportunities when the economy improves. New estimates show that the labor force in the Pittsburg Micropolitan Area increased a 2.4 percent in 2015, well above the 0.3 percent statewide, and 0.3 percent nationwide. However, nationwide, the population is

PROJECTIONS:

There are currently more working age people nationwide that have dropped out of the labor force than ever before. The latest estimates show that the labor force participation rate is 62.2 percent for African Americans nationwide, 63.1 percent for Asians, 63.3 percent for Caucasians, and 66.4 percent for Latinos and Hispanics. During the 2015-2019 period, the labor force is projected to grow 2.5 percent in the Pittsburg Micropolitan Area, 3.4 percent statewide, and 4.5 percent nationwide.

Labor Force

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	19,356	-4.3%	1,500,765	-1.1%	153,889	-0.2%
2011	19,170	-1.0%	1,491,258	-0.6%	153,617	-0.2%
2012	19,268	0.5%	1,484,016	-0.5%	154,975	0.9%
2013	19,292	0.1%	1,486,764	0.2%	155,389	0.3%
2014	19,312	0.1%	1,500,353	0.9%	155,922	0.3%
2015*	19,775	2.4%	1,504,315	0.3%	156,399	0.3%

Source: Bureau of Labor Statistics and Demographics Now

US: Number in the thousands

*Estimate

Labor Force Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	19,897	0.6%	1,517,050	0.8%	158,145	1.1%
2015-2019	20,262	2.5%	1,555,255	3.4%	163,384	4.5%

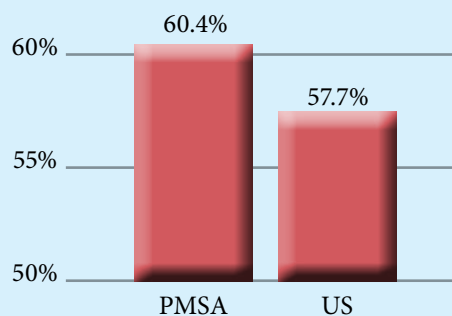
Source: Demographics Now

POPULATION GROWTH

According to Demographics Now, in 2015 approximately 60.4 percent of the population in the Pittsburgh Micropolitan Area has education beyond high school

increased to 39,379 in the Pittsburgh Micropolitan Area in 2015 (up 0.2 percent), 2,928,256 statewide (up 0.6 percent), and 321,449,214 nationwide (up 0.9 percent).

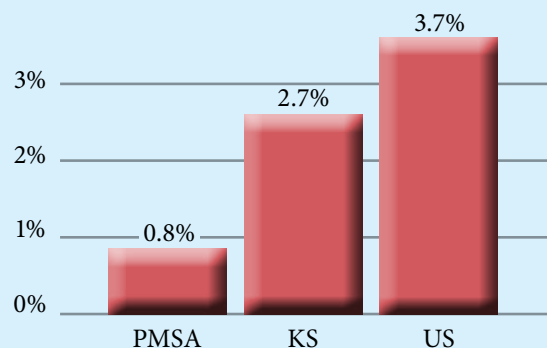
Educational Achievement 2015 Beyond High School



Source: Demographics Now

compared to 57.7 percent nationwide. Furthermore, the local population is relatively younger than the national average, with 44.5 percent of the population in the 15-44 years old age group, much higher than the 39.7 percent statewide, and 40.3 percent nationwide. Approximately 90 percent of the local population is Caucasian, 2.2 percent is African American, 1.8 percent is Asian or native Hawaiian, 1.1 percent is American Indian or Alaska Native, and 4.9 percent are other races. New estimates show that the population

Population Growth Projections 2015-2019



Source: Woods and Poole

PROJECTIONS:

During the 2015-2019 period, the population in the Pittsburgh Micropolitan Area is projected to increase to 39,692 (up 0.8 percent), 3,007,562 statewide (up 2.7 percent), and 333,426,532 nationwide (up 3.7 percent). The latest Census information on migration shows that 7.6 percent of the Pittsburgh Micropolitan Area population moves between counties or states annually with people in the 18-24 age group being the most mobile by far.

Population

	Pittsburg Micro	Change	Kansas	Change	US	Change
2010	39,191	0.6%	2,858,910	0.9%	309,326,295	0.8%
2011	39,159	-0.1%	2,869,548	0.4%	311,582,564	0.7%
2012	39,314	0.4%	2,885,398	0.6%	313,873,685	0.7%
2013	39,278	-0.1%	2,893,957	0.3%	316,128,839	0.7%
2014	39,320	0.1%	2,910,337	0.6%	318,698,773	0.8%
2015*	39,379	0.2%	2,928,256	0.6%	321,449,214	0.9%

Source: Woods and Poole

*Estimate

Population Projections

	Pittsburg Micro	Change	Kansas	Change	US	Change
2015-2016	39,458	0.2%	2,947,807	0.7%	324,392,463	0.9%
2015-2019	39,692	0.8%	3,007,562	2.7%	333,426,532	3.7%

Source: Woods and Poole

Pittsburg Micropolitan Area Business Summary

	2015 Employees	Percent	2015 Establishments	Percent	Average Employee Size
Forestry & Fishing	232	1.5%	66	4.7%	3.5
Mining	15	0.1%	4	0.3%	3.8
Construction	463	3.0%	76	5.4%	6.1
Manufacturing	1,724	11.0%	64	4.6%	26.9
Transportation, Communications, etc.	1,077	6.9%	74	5.3%	14.6
Wholesale Trade	665	4.2%	68	4.9%	9.8
Retail Trade	2,739	17.5%	257	18.4%	10.7
Finance, Insurance, & Real Estate	499	3.2%	113	8.1%	4.4
Services	7,484	47.8%	617	44.2%	12.1
Public Administration	775	4.9%	56	4.0%	13.8

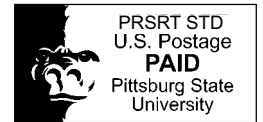
Latest Information Available
Spource: Demographics Now

Crawford County Annual Median Base Salaries-2015


Accountants & Auditors	\$53,615	Landscaping & Grounds Keeping Workers	\$17,938
Automotive Service Technicians & Mechanics	\$23,521	Lawyers	\$64,206
Bill & Account Collectors	\$28,064	Librarians	\$49,411
Bookkeeping, Accounting & Auditing Clerks	\$33,855	Loan Officers	\$87,968
Cashier	\$18,058	Maids & Housekeeping Cleaners	\$17,833
Chief Executives	\$113,917	Maintenance & Repair Workers, General	\$32,710
Civil Engineers	\$59,637	Medical & Health Service Managers	\$66,086
Computer & Information Systems Managers	\$85,200	Nursing Assistants	\$18,680
Computer Programmers	\$49,165	Pharmacists	\$135,833
Construction Trade Workers	\$36,699	Photographers	\$28,030
Customer Service Representative	\$23,663	Police & Sheriffs Patrol Officers	\$36,485
Detectives & Criminal Investigators	\$53,165	Postal Service Mail Carriers	\$51,418
Education Administrators, Elem. & Sec. Schools	\$82,406	Receptionists & Information Clerks	\$20,571
Electricians	\$36,785	Registered Nurses	\$48,058
Financial Clerk	\$27,602	Sales Representatives	\$56,423
Financial Managers	\$96,827	School Bus Driver	\$24,095
Food Preparation Workers	\$17,739	Secretary	\$27,157
Food Service Managers	\$45,543	Teacher Assistants	\$21,945
Graphic Designers	\$37,671	Waiters & Waitresses	\$17,640
Industrial Engineers	\$59,918	Welders	\$34,523

Source: Kansas Labor Information Systems

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Pittsburg, KS 66762

A large photograph of a gorilla wearing a black business suit, a white shirt, and a red tie. The gorilla is also wearing dark sunglasses. It is holding a red folder or book with the Pittsburg State University logo on it. The background is a blurred office setting.

DO BUSINESS *LIKE A GORILLA.*



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